

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25

TOWN OF BROOKHAVEN
INDUSTRIAL DEVELOPMENT AGENCY

- - - - -x

BOARD MEETING
HELD VIA ZOOM VIDEOCONFERENCE

- - - - -x

November 17, 2021
9:22 a.m.

TRANSCRIPT OF PROCEEDINGS

* * *

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25

A P P E A R A N C E S :

MEMBERS :

FREDERICK C. BRAUN, III
MARTIN G. CALLAHAN
FELIX J. GRUCCI, JR.
ANN-MARIE SCHEIDT
FRANK C. TROTTA

ALSO PRESENT :

LISA M.G. MULLIGAN, CHIEF EXECUTIVE OFFICER
LORI J. LaPONTE, CHIEF FINANCIAL OFFICER
JAMES M. TULLO, DEPUTY DIRECTOR
JOCELYN LINSE, EXECUTIVE ASSISTANT
TERRI ALKON, ADMINISTRATIVE ASSISTANT
AMY ILLARDO, ADMINISTRATIVE ASSISTANT
ANNETTE EADERESTO, ESQ., AGENCY COUNSEL
WILLIAM F. WEIR, ESQ., NIXON PEABODY
HOWARD R. GROSS, ESQ.,
WEINBERG GROSS & PERGAMENT, LLP

* * *

1

2

MR. BRAUN: I'll now open the meeting
of the Industrial Development Agency. It is

3

4

9:22. This is Wednesday, November 17th.

5

Board members that are here are Mr. Callahan,

6

Mr. Grucci, Ms. Scheidt, Mr. Trotta and

7

Mr. Braun. We do have a quorum.

8

MS. MULLIGAN: Today's meeting has been

9

convened in accordance with Chapter 417 of the

10

laws of 2021 effective September 2, 2021

11

through January 15, 2022 permitting local

12

governments to hold public hearings by

13

telephone and videoconference.

14

MR. BRAUN: That currently expires I

15

believe it's January 15th and that's up to the

16

governor to extend that if she so chooses.

17

Our minutes of our meeting of

18

September 15th have been mailed to everybody.

19

I need a motion to accept those.

20

MS. SCHEIDT: Second to Felix.

21

MR. GRUCCI: Make a motion to accept;

22

thanks, Ann-Marie.

23

MR. BRAUN: Are there any questions on

24

those minutes, the transcription actually?

25

(No response.)

1

2

MR. BRAUN: On the vote, Mr. Callahan?

3

MR. CALLAHAN: Yes.

4

MR. BRAUN: Mr. Grucci?

5

MR. GRUCCI: Yes and I like the space

6

bar hack.

7

MS. MULLIGAN: I notice you were using

8

it.

9

MR. BRAUN: Ms. Scheidt?

10

MS. SCHEIDT: Yes.

11

MR. BRAUN: Mr. Trotta?

12

MR. TROTTA: Yes.

13

MR. BRAUN: Mr. Braun votes yes.

14

The motion carries.

15

Lori, I'll turn it over to you.

16

MS. LaPONTE: Okay.

17

Included in your package is the

18

operating statement for the period year to

19

date to October 31, 2021.

20

Just to recap, I just want to go

21

through the individual columns and explain.

22

The first column is our year to date as

23

of September and then I've added the October

24

actual results to give you the ten-month

25

results combined and this is for the income

1

2

statement and then what I've done is in the

3

next column, it's the fourth column, is

4

compared it to pro rata share of our budget

5

for the year. I've showed a variance, which

6

is the difference between the budget and the

7

ten-month number and also all the way at the

8

far right is our annual amended budget because

9

we did have one amendment this year.

10

To speak to the second column, October

11

Actual, is what I'm going to review with you

12

today.

13

During the month of October, we had two

14

applications and we also had three closings.

15

We had two mortgage refinancings, so that's

16

what hit income this year, this, the month of

17

October and then down below are all of our

18

expenses, which are pretty much in line with

19

what we budgeted, nothing out of the realm of

20

what we had expected, so year to date our

21

results are net positive of 1.9 million.

22

Comparison to budget is we expected or we

23

projected a balanced budget, but we actually

24

have a positive budget, so our variance is

25

1.9.

1

2 Is there any questions on anything?

3 (No response.)

4 MR. BRAUN: If there's none --

5 MS. MULLIGAN: Sorry, we were muted, I
6 apologize.7 MR. BRAUN: Are there any questions
8 from the board?

9 MR. TROTTA: No.

10 MR. BRAUN: Frank, did you have a
11 question?

12 MR. TROTTA: No, I'm good.

13 MR. BRAUN: Okay.

14 Hearing none, a motion to accept the
15 report then.

16 MR. TROTTA: Frank.

17 MR. GRUCCI: Go ahead, Frank.

18 MR. TROTTA: I make a motion.

19 MR. BRAUN: Is there a second?

20 MR. GRUCCI: I'll second.

21 MR. BRAUN: Thank you.

22 MR. GRUCCI: I'm looking at an email
23 screen, somebody's email on my screen.24 MS. MULLIGAN: Oh, you know what, I
25 have to stop sharing. Sorry. I apologize.

1

2

MR. BRAUN: On the motion,

3

Mr. Callahan?

4

MR. CALLAHAN: Yes.

5

MR. BRAUN: Mr. Grucci?

6

MR. GRUCCI: Yes.

7

MR. BRAUN: Ms. Scheidt?

8

MS. SCHEIDT: Yes.

9

MR. BRAUN: Mr. Trotta?

10

MR. TROTTA: Yes.

11

MR. BRAUN: Mr. Braun votes yes.

12

Motion carried.

13

Lori, as to payments.

14

MS. LaPONTE: Yes.

15

This is to confirm that all payments

16

have been made timely to our -- as required,

17

for taxes, for payroll taxes and for any other

18

withholdings as required by law, so we were in

19

compliance with timely payments as of

20

October 31st.

21

Any questions?

22

MR. BRAUN: Thank you.

23

Any other questions for Lori?

24

(No response.)

25

MR. BRAUN: Hearing none, Lisa, I'll

1

2

turn it back to you.

3

4

MS. MULLIGAN: Okay. Sorry, give me two seconds.

5

(Inaudible comments.)

6

7

8

MS. MULLIGAN: The next item on the agenda we have some resolutions. I apologize about that; not the resolutions.

9

10

The next resolution on the agenda is for the Sun River Town Homes project.

11

12

13

14

15

16

17

18

19

20

21

To remind everyone, Sun River is a project that we closed recently. It is 125 rental unit houses in Manorville. It actually crosses a few school districts. We received a letter, which is in your packets, increasing the cost of the project to about 40 million and the project requested an increase in their sales tax allowed. The letter basically explains that the costs have gone up because of COVID, which is an ongoing theme with all of our projects.

22

23

24

25

We did a public hearing yesterday, the cost-benefit analysis is in your packets and there was no comment at the public hearing yesterday.

1

2

The attorney for the project is on --
in the waiting room, I guess.

3

4

Bill, did you have anything that you
wanted to add?

5

6

MR. WEIR: No.

7

8

When we closed this, we knew and we
explained to everybody that we were going to
have to come back and amend this, but we
didn't want to postpone the closing because
they wanted to start construction, so this was
contemplated that we would be doing this.

9

10

11

12

13

MR. TROTTA: So the additional is how
much?

14

15

MS. MULLIGAN: It's --

16

MR. TROTTA: At eight million is it?

17

18

MS. MULLIGAN: I was going to say about
ten. It increased . . . I have the letter

19

here, hold on a second. It increased from --

20

oh, no, I don't have the letter; I could find
it, though.

21

22

MR. TROTTA: Oh, the increase is in the
3K. Okay. 8.159. Eight million one hundred
fifty-nine.

23

24

25

MS. MULLIGAN: Joce, will you let

1

2

Annette -- okay, thank you.

3

4

5

6

That drove an increase in the sales tax, so we had to do a public hearing before you could consider that and like I said, there was no comment.

7

8

9

Peter, if you have anything you want to add, will you just raise your hand or write word chat?

10

11

Peter would like to add something; Joce, will you let him in?

12

13

MR. TROTTA: Open the door and let him in.

14

MR. BRAUN: Good morning, Peter.

15

MR. TROTTA: Good morning, Peter.

16

MR. CURRY: That wasn't so difficult.

17

18

19

20

21

22

23

24

25

Yes, I wanted to also add that there is an increase in the mortgage that will be required to fund the construction and then the operation of the project, so the request is both for the sales tax increase and the mortgage tax increase and I think we've laid out in one of the paragraphs that the mortgage is increasing to \$24,350,000, so we're looking for both of those abatements to increase and

1

2

as I think I mentioned in the letter, you

3

know, of course, increases in construction

4

costs result in increased benefit to the Town

5

of Brookhaven; labor will be paid more,

6

materials will cost more, more money will get

7

spent in the Town during the construction of

8

the project, so whatever information we had in

9

our original economic reports is supported

10

even more by the increased construction costs.

11

MR. TROTTA: Peter, that increase is

12

about eight million one fifty-nine; is that

13

still accurate?

14

MR. CURRY: Well, the overall increase

15

is more than that because the soft costs went

16

up, so that category is the hard costs that

17

would result in sales tax abatements. So the

18

overall cost is even -- increases even more

19

than that, but those are soft costs, like

20

increased cost for the mortgage, financing

21

cost, things like that.

22

MR. WEIR: So according to Peter's

23

letter, the increase in the mortgage recording

24

tax abatement will be 182,625 and the increase

25

in the sales tax abatement will be an

1

2 additional 1,579,825.

3 MR. TROTTA: Good.

4 MR. CURRY: I'm sorry, that's not

5 accurate.

6 What those -- Bill, so in the lease and
7 project agreement, we had a maximum sales tax
8 savings of 1,076,001, which is now going up to
9 1,579,825. It's actually a lesser increase
10 than that.

11 MR. GRUCCI: Peter, are you asking to
12 extend the time on the benefits or you just
13 want to add -- you just want to increase the
14 benefits?

15 MR. CURRY: No, I'm not asking to
16 extend the time at this time, they're actively
17 starting the project. They were starting the
18 project with equity, so the mortgage financing
19 had not been finalized yet. They already
20 owned the property and their equity
21 requirements would require that they put up
22 their money first, so they're putting up their
23 money first.

24 MR. GRUCCI: Thank you.

25 MR. BRAUN: The only question I have is

1

2 with regard to the mortgage recording tax.

3 Does the resolution cover the increase?

4 MR. WEIR: Yes. I dropped Peter's
5 letter, I'm trying to pick it up. Yes.

6 MR. BRAUN: So the resolution is
7 correct?

8 MR. CURRY: More like a hot potato than
9 a letter.

10 MS. MULLIGAN: Even if the resolution
11 isn't correct, you guys can vote whenever you
12 want, we can just amend it --

13 MR. WEIR: We can fix the paperwork.

14 MS. MULLIGAN: Yeah.

15 MR. WEIR: So just to reiterate, what
16 Peter's requesting is that the sale tax
17 exemption, the mortgage tax exemption on the
18 amount of a mortgage of 24,350,000 will be
19 182,625 and the sales tax exemption on
20 construction costs of 18,316,810 will be
21 1,579,825.

22 Is that correct, Peter; I'm reading
23 from --

24 MR. CURRY: I don't have -- I'm
25 scrambling to do my math now.

1

2

MR. WEIR: -- the second to last paragraph of your letter on the first page?

3

4

MR. CURRY: That's correct. That's correct.

5

6

So the aggregate amount of the abatement, of the mortgage tax abatement, will be 182,625. The aggregate amount will be -- of the sales tax will be 1,579,825. That's correct.

7

8

9

10

11

MS. MULLIGAN: Bill?

12

MR. WEIR: Yes.

13

14

MS. MULLIGAN: I'm a little bit concerned about the public hearing notice.

15

MR. WEIR: Okay.

16

17

MS. MULLIGAN: I don't see and I'm just looking very quickly right now, but I don't see mention of the mortgage recording tax in it.

18

19

20

MR. WEIR: Well, we approved the original mortgage recording tax.

21

22

MS. MULLIGAN: Okay.

23

24

MR. WEIR: And I believe if you look at the original one, we probably authorized, I don't know what the amount was, can you check

25

1

2

that?

3

MS. MULLIGAN: The original public hearing notice?

5

6

7

MR. WEIR: Yeah and the original cost-benefit analysis, how much was your mortgage recording tax exemption then?

8

MR. CALLAHAN: Put your glasses on.

9

10

11

MS. MULLIGAN: That way I can see. Even with them on I can't see. I can see, I just can't process.

12

MR. TROTTA: You want to try mine?

13

14

MS. MULLIGAN: No, then I'll have a headache. Thank you, though.

15

MR. TROTTA: I try to be helpful.

16

17

MS. MULLIGAN: Let's see.

18

19

That's the updated CBA, let me just find the original one. Sorry everybody, bear with me.

20

21

22

The original cost-benefit analysis considered a mortgage recording tax of \$152,000.

23

24

25

MR. WEIR: So you're increasing that by 30,000, so that would . . . that additional benefit is fine.

1

2

MS. MULLIGAN: Okay. Excellent.

3

Excellent. I just wanted to make sure that

4

everything was covered.

5

MR. BRAUN: If there are no further

6

questions, need a motion to approve the

7

resolution.

8

MR. TROTTA: A motion to move this.

9

MR. BRAUN: Thank you, Frank.

10

Is there a second?

11

MR. GRUCCI: Second.

12

MR. BRAUN: Motion on the floor.

13

If there are no further questions, on

14

the vote, Mr. Callahan?

15

MR. CALLAHAN: Yes.

16

MR. BRAUN: Mr. Grucci?

17

MR. GRUCCI: Yes.

18

MR. BRAUN: Ms. Scheidt?

19

MS. SCHEIDT: Yes.

20

MR. BRAUN: Mr. Trotta?

21

MR. TROTTA: Yes.

22

MR. BRAUN: Mr. Braun votes yes.

23

The motion is carried.

24

Thank you, Peter.

25

MR. CURRY: As always, I thank this

1

2 board for its consideration. Have a great day
3 everyone.

4 (Inaudible comments.)

5 MS. MULLIGAN: Thank you.

6 The next item on the agenda is the Long
7 Island Avenue Holding project.

8 To remind everybody, this was a project
9 that we actually closed before COVID way back
10 when. This was a 15 -- there was a proposal
11 for a 15,000 square foot multi-tenant
12 industrial space. Again, because of COVID and
13 various factors, their construction was
14 delayed.

15 We received a letter, it's also in your
16 packets, requesting an extension of their
17 completion date, an extension of their sales
18 tax expiration and a shifting of when the
19 PILOT is going to start. It will still be the
20 same dollars, the same total amount of time,
21 we just are pushing the start date and the end
22 date, just shifting the whole thing.

23 The letter and the cost-benefit
24 analysis are in your packets and we had a
25 public hearing on this yesterday, also --

1

2

there was a lot of public hearings

3

yesterday -- and there was no comment at this

4

public hearing.

5

Howard, did you have anything you

6

wanted to add to that?

7

MR. GROSS: No, everything was being

8

pushed out, so when they promised us the FTE's

9

and things like that, everything was being

10

pushed because of COVID, they didn't want to

11

start the project, they were afraid to and so

12

that's why they've pushed all the dates out by

13

three years and I anticipate -- actually Lisa

14

anticipates they will be coming back to us in

15

the near future because they'll wake up and

16

realize they need to borrow (inaudible) sales

17

tax exemption because all the costs went up,

18

but we'll cross that bridge when we come to

19

it.

20

MS. MULLIGAN: And I don't know if you

21

heard what Fred just said, but for each of the

22

maximum 15 subtenants, it might end up that

23

somebody wants more space and there will be

24

fewer than 15, but (inaudible) applications

25

for each of those entities.

1

2 MR. BRAUN: Is there a motion, please?

3 MR. TROTTA: Marty.

4 MR. CALLAHAN: Oh. So moved.

5 MR. BRAUN: Second?

6 MS. MULLIGAN: Was it Marty's turn?

7 MR. GRUCCI: I'll second it.

8 MR. BRAUN: Thank you, Felix.

9 MR. CALLAHAN: Thank you, Felix.

10 MR. BRAUN: Are there any further

11 questions?

12 (No response.)

13 MR. BRAUN: On the motion,

14 Mr. Callahan?

15 MR. CALLAHAN: Yes.

16 MR. BRAUN: Mr. Grucci?

17 MR. GRUCCI: Yes.

18 MR. BRAUN: Ms. Scheidt?

19 MS. SCHEIDT: Yes.

20 MR. BRAUN: Mr. Trotta?

21 MR. TROTTA: Yes.

22 MR. BRAUN: Mr. Braun votes yes.

23 Motion carried.

24 Thank you.

25 MS. MULLIGAN: The next item on the

1

2

agenda is BRP Farmingville, LLC also

3

Brookhaven Ventures.

4

5

6

7

8

9

10

11

12

13

14

15

16

17

18

19

20

21

MR. CALLAHAN: I got a question.

22

MS. MULLIGAN: Sure, Marty.

23

24

MR. CALLAHAN: Is that Mike Kelly's
project?

25

MR. BRAUN: Yes.

1

2

MR. WEIR: This was -- so this is the company that's basically took over the project from Mike Kelly.

3

4

MS. MULLIGAN: Right.

5

6

MR. CALLAHAN: So just put on record whether I should recuse myself or not. My son, Brendan, works for Mike Kelly. It's not the same company, it is the same company or . . .

7

8

9

10

11

MR. WEIR: No. These are the people who bought the project from Mike Kelly.

12

13

MR. CALLAHAN: Just letting you know.

14

MS. MULLIGAN: Thank you, Marty.

15

MR. CALLAHAN: Yup.

16

17

MR. BRAUN: But if Mike Kelly is going to be a subcontractor to construct this, Bill and I don't know that for sure --

18

19

MR. WEIR: I don't know.

20

MR. CALLAHAN: I believe he is going to be a subcontractor on the project, that's why he hired my son.

21

22

MS. MULLIGAN: So should Marty, just for, you know --

23

24

MR. CALLAHAN: I don't mind.

25

1

2

MS. MULLIGAN: -- belts and suspenders, should he recuse or is it okay; Annette, what do you think?

3

4

5

MR. WEIR: If you have enough votes, it doesn't hurt to have Marty recuse himself.

6

7

MR. BRAUN: I agree.

8

MS. MULLIGAN: So does that mean does Marty need to get up and leave the room?

9

10

MR. WEIR: Yeah.

11

Marty, why don't you go get a cup of coffee?

12

13

MR. CALLAHAN: Thanks, Bill.

14

MR. BRAUN: All right.

15

May I have a motion or do we already have one?

16

17

MS. EADERESTO: Err on the side of caution. Recuse.

18

19

MS. MULLIGAN: That's what we're doing, Annette.

20

MR. BRAUN: Is there a second?

21

22

MS. MULLIGAN: Oh, wait, Lou Fiore is on.

23

24

Lou, do you have anything that you wanted to add to this; if you do, just raise

25

1

2

your hand?

3

Oh, Lou has something he wants -- I should just bring people in. Sorry.

5

MR. TROTTA: Instead of keeping him in the green room.

7

MS. MULLIGAN: You liked that, didn't you? We're in the green room.

9

MR. FIORE: I just wanted to give you an update on closing. We're hot and heavy with the construction lender now and we're looking to close this probably the second week in December.

14

MS. MULLIGAN: Bill, did you hear that?

15

MR. WEIR: Yup. We'll be all geared up and ready for it.

17

MR. FIORE: Great.

18

MS. MULLIGAN: Okay.

19

MR. BRAUN: I think there was a motion on the floor. Was there a second?

21

MR. TROTTA: Yup.

22

MR. BRAUN: Thank you.

23

On the vote, Mr. Grucci?

24

MR. GRUCCI: Yes.

25

MR. BRAUN: Ms. Scheidt?

1

2

MS. SCHEIDT: Yes.

3

MR. BRAUN: Mr. Trotta?

4

MR. TROTТА: Yes.

5

MR. BRAUN: Mr. Braun votes yes.

6

Motion is carried. Mr. Callahan

7

abstained.

8

MS. MULLIGAN: Recused.

9

MR. BRAUN: Recused. Excuse me. Thank

10

you.

11

Motion carried.

12

MR. FIORE: Thank you guys.

13

MR. BRAUN: Lisa, back to you.

14

MS. MULLIGAN: Okay.

15

The next item on the agenda is

16

Interstate Mechanical Services.

17

We received -- we received two letters,

18

Interstate Mechanical Services and Williams

19

Realty Holdings. This is the project that we

20

did recently at 355 Sills Road in Medford.

21

So originally their completion date was

22

set to be 12/31 of '21. They requested -- and

23

it's -- we should probably do these separate,

24

but it's exactly the same information, so I'm

25

going to say it once and then we can vote two

1

2

times.

3

4

5

6

7

8

9

They requested that the completion date get moved to 6/30 of '22 and they also asked that their sales tax, instead of expiring the end of this year, gets pushed to 6/30 of '22 and they've asked for \$30,000 more of purchase power for each entity, so a total of 60, but it's two separate entities.

10

Does anyone have any questions?

11

(No response.)

12

MR. BRAUN: Do we need a resolution?

13

MS. MULLIGAN: We need two resolutions.

14

MR. BRAUN: We'll do it separately.

15

MS. MULLIGAN: Yeah.

16

MR. BRAUN: Resolution first for

17

Interstate Mechanical Services.

18

MR. GRUCCI: So moved.

19

MS. SCHEIDT: Second to Felix.

20

MR. BRAUN: Thank you.

21

Any further questions?

22

(No response.)

23

MR. BRAUN: Hearing none --

24

MS. MULLIGAN: Bill, did you have

25

anything you wanted to add?

1

2

MR. WEIR: No.

3

MS. MULLIGAN: Okay.

4

MR. BRAUN: On the vote we'll go in
reverse order just to spice it up.

5

Mr. Trotta?

6

MR. TROTTA: Yes.

7

MR. BRAUN: Ms. Scheidt?

8

MS. SCHEIDT: Yes.

9

MR. BRAUN: Mr. Grucci?

10

Is Mr. Callahan back?

11

MS. MULLIGAN: Yes.

12

MR. GRUCCI: Yes.

13

MS. MULLIGAN: Marty?

14

MR. BRAUN: Marty, on the vote; you're
muted, I think?

15

MR. CALLAHAN: Yes. Yes.

16

MR. BRAUN: Thank you.

17

Mr. Braun votes yes.

18

The motion carries.

19

Similarly on Williams Realty Holdings,
LLC, a motion.

20

MR. TROTTA: I think Marty made that

21

one.

22

MR. BRAUN: Okay.

1

2

Mr. Trotta, you seconding it?

3

MR. TROTТА: I second that one.

4

MR. BRAUN: Thank you.

5

On the vote, Mr. Trotta?

6

MR. TROTТА: Yes.

7

MR. BRAUN: Ms. Scheidt?

8

MS. SCHEIDT: Yes.

9

MR. BRAUN: Mr. Grucci?

10

MR. GRUCCI: Yes.

11

MR. BRAUN: Mr. Callahan?

12

MR. CALLAHAN: Yes.

13

MR. BRAUN: Mr. Braun votes yes.

14

The motion is carried. Thank you.

15

MS. MULLIGAN: So the next item --

16

thank you everybody.

17

The next item on the agenda is an

18

update from our Governance Committee.

19

So I think everybody was there,

20

everybody who's here was there, I think.

21

UTEP, I'm going to continue to work on

22

it. If anybody has anything that they'd like

23

to add or bring forward or talk through or

24

send an email, I would love the insights.

25

As far as tuition reimbursement, I

1

2

reached out to the HR people and they gave me
3 some stuff back, not exactly what I needed, so
4 I've been back and forth with them trying to
5 get something that I think gives us what we
6 need and they are putting together the HR
7 handbook right now, so it makes sense to have
8 them make sure the language is right because
9 if it's voted on, it will end up going in
10 there.

11

Prevailing wage, we had a I'll say
12 robust conversation recently about it, but
13 there's --

14

MR. BRAUN: Nothing.

15

MS. MULLIGAN: Robust about not much to
16 say.

17

And then also the renewable energy
18 PILOT's, I'm going to continue to work on
19 those. Again, if anybody has -- I mean
20 there's a lot of information as far as NYSERDA
21 is concerned, so I think we have a pretty
22 good --

23

MR. GRUCCI: Screen froze.

24

MS. MULLIGAN: Whose screen froze?

25

MR. GRUCCI: Felix's screen froze.

1

2

MS. MULLIGAN: Do you need us to do something?

3

4

MR. CALLAHAN: I think he's good.

5

6

MR. GRUCCI: It's back again, I see you moving.

7

MS. MULLIGAN: Okay.

8

Can you hear me?

9

MR. GRUCCI: Absolutely.

10

11

MS. MULLIGAN: Okay. That's probably more important than seeing me doing crazy moves. I know I do a lot.

12

13

14

15

16

17

18

19

20

21

22

So renewable energy, if we -- if anybody has any insights into those, I think we do have a good path with everything that NYSERDA has put together, but again, that's an ongoing conversation, hopefully something that we will have flushed out and back to you guys to make sure we're all on the same page in the not so distant future. I feel like a lot of this is going to end up being next year, but it's getting pretty close. Sorry.

23

Any questions?

24

(No response.)

25

MS. MULLIGAN: Okay.

1

2

The next item on the agenda is prevailing wage, but we just went over that and then AVR Hotel & Loft.

4

5

6

7

8

9

10

11

12

13

14

15

16

17

18

19

20

21

22

So I think in May we did -- we extended the AVR Hotel & Loft project. That's the project that's in The Meadows at Yaphank facility. This is the hotels and -- I'm sorry, the apartments and hotel and they put in a letter asking us to extend their completion date and their sales tax completion and what I said in the meeting and you voted on was not what was in the letter, although all the documents that Bill's office put together was, in fact, what was in the letter and what we should have done, so I just want to make sure that everybody's on the same page and that our minutes, we can find a path with our minutes that makes sense where if someone were to question it, we can say yes, that was an error in that one, but we corrected it in this one, so --

23

24

MR. TROTTA: This is the hotel that -- the Hilton that we had the opening at?

25

MR. BRAUN: Yes.

1

2 MS. MULLIGAN: Yes.

3 MR. TROTTA: Okay.

4 MS. MULLIGAN: Yeah.

5 So they requested . . . I misstated
6 that they requested an extension to
7 September 30th of '21. What they actually
8 asked for was an extension to December 31st of
9 '21. Everything that we signed with them is
10 accurate, but our minutes were -- there was a
11 misstatement in the minutes, so it's just a
12 clerical correction is what I'm asking for,
13 but also, just to make sure that everybody is
14 good with what we did.

15 MR. TROTTA: Do you need a resolution
16 on that?

17 MR. BRAUN: Bill, I don't think so,
18 but --

19 MR. TROTTA: Okay.

20 MR. WEIR: No, just clarification.

21 MS. MULLIGAN: Yeah.

22 MR. BRAUN: Thanks, Frank.

23 MS. MULLIGAN: Okay.

24 The next item on the agenda is our --

25 MR. BRAUN: Most important.

1

2

MS. MULLIGAN: -- December meeting.

3

Frank, where are you going, most

4

important?

5

Our December meeting, which is --

6

MR. TROTTA: I wanted to grab

7

something.

8

MS. MULLIGAN: I'm just teasing you.

9

-- December 8th.

10

So I think what's going to make the

11

most sense and I just wanted to get

12

everybody's feedback on this is that we have a

13

virtual meeting, let's say from three to 4:30,

14

is that good on December 8th and then we sign

15

off and then we go straight to the restaurant.

16

MR. CALLAHAN: Good.

17

MR. BRAUN: Which will be Old Fields in

18

Port Jefferson.

19

MS. MULLIGAN: Yes.

20

MR. BRAUN: And if the agenda, I mean I

21

think we should target it for 3:00. If it

22

looks like we have an extended agenda, we'll

23

move the meeting up.

24

MS. MULLIGAN: Right, we'll have it

25

start at two if it looks like it's -- I can

1

2 tell you we already do have some business on
3 it, we have three resolutions.

4

Oh, which reminds me of one more --
5 okay, sorry, I have two more things I want to
6 tell you guys.

7

MR. TROTTA: What time is Old Fields,
8 are we anticipating?

9

MS. MULLIGAN: Joce, did we have it
10 start at five or 5:30?

11

(No response.)

12

MS. MULLIGAN: You can just use your
13 space bar --

14

MS. LINSE: I tried, and it wouldn't
15 work for me.

16

MR. TROTTA: Mine wouldn't work,
17 either.

18

MS. LINSE: It's currently set for
19 5:30, but they can easily move it up to 5:00
20 I'm sure.

21

MS. MULLIGAN: We can always start the
22 meeting at 3:30 if that makes more sense.

23

MR. BRAUN: We'll target it for three
24 and adjust as the agenda dictates.

25

MR. GRUCCI: I have a conflict for the

1

2

dinner portion. I can make the meeting

3

portion, but I won't be able to make the

4

dinner portion.

5

MS. MULLIGAN: Sorry, Felix.

6

MR. GRUCCI: No problem. Just somebody

7

have a steak for me.

8

MR. BRAUN: I was just trying to figure

9

out how we could --

10

MR. CALLAHAN: Steak or a drink?

11

(Inaudible comments.)

12

MS. SCHEIDT: Somebody will take the

13

steak, I'll take the drink.

14

MR. TROTTA: So what time does the

15

meeting actually start?

16

MR. BRAUN: As of now, 3:00.

17

MS. MULLIGAN: But, Frank, we might

18

have to move it either forward or backwards

19

depending on what the agenda looks like.

20

MR. TROTTA: Yeah. No big deal. Okay.

21

So we're going to get a new invite,

22

right?

23

MR. BRAUN: Yes.

24

MS. MULLIGAN: Yes.

25

MR. TROTTA: Okay. Yup.

1

2

MS. MULLIGAN: Yeah.

3

4

Do you want us to hold it on your calendars at three right now and then we can adjust it as it gets closer?

5

6

MR. TROTTA: That would be great.

7

MS. SCHEIDT: Sounds good.

8

MS. MULLIGAN: Terri, can you do that?

9

I think she just said it's done.

10

MR. TROTTA: Oh, there it is.

11

MS. MULLIGAN: Oh, there it is.

12

MR. TROTTA: Oh, I tell you. I have

13

accepted.

14

MS. MULLIGAN: Okay. So that's the

15

plan for the 8th.

16

Also, keeping -- well, hold on.

17

One more thing I wanted to tell you, I

18

forgot, that we did that New York State EDC

19

conference yesterday. One of the other things

20

that came out of it is there's a new

21

cost-benefit analysis tool.

22

The one that we've been using, which by

23

law we have to do a cost-benefit analysis, is

24

going away January 1st, so -- or December 31st

25

and this new tool, that seems to be the only

1

2

one on the market, is I think does what we

3

need it to do, we have to make a couple of

4

changes to our application or get a few pieces

5

of information from our projects, but nothing

6

crazy and it's a thousand dollars and then we

7

own it, so I think it's a good option, it's

8

certainly affordable and I think it's going to

9

do what we need to do in order to check that

10

requirement, so --

11

MS. SCHEIDT: It looked very cool and

12

it looked -- there were lots of -- there were

13

lots of screens, but it looked very user

14

friendly --

15

MS. LaPONTE: I thought so, yes.

16

MS. MULLIGAN: Yes.

17

MS. SCHEIDT: -- to figure out what

18

goes where.

19

MS. MULLIGAN: Yeah. And the one that

20

we're using right now was sort of set up

21

for -- not sort of. It was set up for upstate

22

New York and we -- Long Island was a little

23

bit of an afterthought, so we've had all of

24

these work-arounds and so I have to like

25

contort myself.

1

2

3

4

5

6

7

8

9

10

11

12

13

14

15

At one point I thought well, I'm going to teach some other people in the office how to do this so that we have some back-up, but it was like to tell them all the ridiculous contortions to make it work just -- it's effective and it's good, but we had to do a lot of things to get there, so this one is much simpler, much cleaner. We put the information in, there's not a whole bunch of back-end calculations going on, so there's fewer things that can go wrong. You know, you can take a piece of paper and do all the math on the side and then just drop the number in, so . . .

16

MS. SCHEIDT: It looks like it works right out of the box.

17

18

MS. MULLIGAN: Yeah, yeah.

19

20

21

22

23

24

So that's -- it's a thousand dollars, I think we're just going to go ahead and get it because we need it and there's really nothing else on the market and I have been talking to a lot of people about putting one together and MRG, I think, MRD.

25

MS. LaPONTE: MRD.

1

2

MS. MULLIGAN: MRD. They were the only ones who sort of rose to the occasion and put something together, so . . .

3

4

5

And the last thing that I wanted to bring up is don't forget Monday, 10:30 a.m. at Top Golf, we're getting on the bus, rain or shine --

6

7

8

MR. TROTTA: No rain.

9

10

MS. MULLIGAN: -- with the exception if there's a tornado, but other than that, we getting on the bus and we're doing the tour, so I just wanted to remind everybody this Monday, the 22nd, you know, this Monday coming up, 10:30 a.m. --

11

12

13

14

15

MR. TROTTA: What time?

16

17

MS. MULLIGAN: -- at Top Golf.

18

MR. TROTTA: What time?

19

MS. MULLIGAN: 10:30 a.m.

20

Amy's going to send out a reminder.

21

Does anybody have any questions about

22

that?

23

MR. CALLAHAN: No.

24

MR. TROTTA: What time do we anticipate

25

finishing?

1

2

MS. MULLIGAN: 4:00. Well, back to Top
3 Golf by 4:00 at the latest and then we
4 reserved Top Golf for two hours.

5

MR. TROTTA: Nice. Okay, sounds good.

6

MS. SCHEIDT: Even if my doc didn't
7 want me to see you lovely people, that's the
8 day my class meets on Zoom.

9

MR. TROTTA: Oh.

10

MS. MULLIGAN: Okay.

11

Ann-Marie, do you think you're going to
12 join us on the 8th?

13

MS. SCHEIDT: I'm not sure. I will
14 talk to her about that.

15

MS. MULLIGAN: Okay. Okay. No
16 pressure, just when everybody knows --

17

MS. SCHEIDT: I appreciate that. That,
18 I may be recuperating from the booster shot.

19

MS. MULLIGAN: Okay.

20

Well, if everybody would just let us
21 know if you're planning on attending on the
22 8th, that way we can make sure we have a good
23 head count.

24

Does anybody have anything else?

25

Amy, did anybody from Todd's office

1

2

join?

3

(No response.)

4

MS. MULLIGAN: You're muted.

5

MS. LINSE: There's no one there.

6

MS. MULLIGAN: Okay.

7

MS. ILLARDO: No?

8

Sorry, Lisa, I sent him an invite right

9

before we left yesterday. My apologies.

10

MS. MULLIGAN: It's not your fault. He

11

knows our meeting schedule.

12

Okay. Does anybody have anything else?

13

MR. BRAUN: This may be a record.

14

MS. LaPONTE: Happy Thanksgiving.

15

(Inaudible comments.)

16

MS. MULLIGAN: We need a motion.

17

MR. BRAUN: To adjourn.

18

MR. CALLAHAN: So moved.

19

MR. TROTTA: Motion.

20

MR. BRAUN: Thank you.

21

MS. SCHEIDT: Second.

22

MR. BRAUN: On the vote, Mr. Callahan?

23

MR. CALLAHAN: Yes.

24

MR. BRAUN: Mr. Grucci?

25

MR. GRUCCI: Yes.

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25

MR. BRAUN: Ms. Scheidt?

MS. SCHEIDT: Yes.

MR. BRAUN: Mr. Trotta?

MR. TROTTA: Yes.

MR. BRAUN: Mr. Braun votes yes.

We are adjourned.

Happy Thanksgiving to everyone.

(Time noted: 9:57 a.m.)

I, JOANN O'LOUGHLIN, a Notary Public
for and within the State of New York, do hereby
certify that the above is a correct transcription
of my stenographic notes.

JOANN O'LOUGHLIN